

Message Text

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14

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 COME-00 /014 W

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R 060918Z FEB 76

FM AMEMBASSY LUSAKA

TO AMEMBASSY PRETORIA

INFO SECSTATE WASHDC 2785

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EO 11652: N/A

TAGS: EGEN, ZA, US

SUBJECT: VISIT TO ZAMBIA AND SOUTH AFRICA OF IBM EXECUTIVES

FEB 12-16

1. IN COORDINATING WITH EMBASSY ON PLANS FOR VISIT TO ZAMBIA OF TOP LEADERSHIP OF IBM (CARY, JONES, MAISONROUGE, KATZENBACH, PFEIFFER, LEFORT AND WATKINS), IBM LOCAL MANAGER PROVIDED SOME INTERESTING INSIGHTS ON PURPOSE OF VISIT ALSO TO SOUTH AFRICA WHICH MAY--IF NOT ALREADY KNOWN--BE USEFUL TO EMBASSY PRETORIA/CAPETOWN. SOURCE INDICATED IBM EXECUTIVES WOULD BE SEEING PM VORSTER TO "LAY DOWN THE LAW" ON COMPANY'S ATTITUDE TOWARD APARTHEID. ADDED THAT IF SAG NOT RPT NOT PREPARED TO ACCEPT WHAT IBM BELIEVES RIGHT AND JUST REGARDING NEXT STEPS IN RACE RELATIONS WITHIN COMPANY OPERATIONS IN SOUTH AFRICA, IBM PREPARED TO TAKE CORPORATE DECISION TO PULL OUT OF THAT COUNTRY. SOURCE SAID IT POSSIBLE KATZENBACH MIGHT NOT ACCOMPANY GROUP TO SOUTH AFRICA BECAUSE HE SUCH A HARDLINER ON APARTHEID.

2. IBM EXECUTIVES HAVE APPOINTMENT IN ZAMBIA WITH PRES KAUNDA AND OTHER RANKING MEMBERS OF GOVT.

3. IBM EXECUTIVES TRAVELING IN TWO PRIVATE JETS AND EXPECTED TO DEPART LUSAKA MORNING OF SUNDAY, FEB 16.

4. COMMENT: BECAUSE OF STRONG FEELINGS OF ZAMBIAN SOURCE ON APARTHEID, PURPOSE OF SOUTH AFRICAN STOPOVER MAY NOT BE AS CUT-AND-DRIED AS SOURCE REPORTED TO US.

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ALSO, IT IS HARD TO BELIEVE THAT IBM WOULD WANT TO

CUT OFF SUCH A PROFITABLE MARKET AS SOUTH AFRICA ON ISSUE OF
PRINCIPLE ALONE. HOWEVER, PRETORIA IS IN FAR BETTER POSITION
THAN WE TO ASSESS MATTER.
WILKOWSKI

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